

Edge, Inc.
100 Citrion Ct
Cary, NC 27511

January 15, 2002

Renata Hesse
Trial Attorney
Antitrust Divisions
Department of Justice
601 D Street NW, Suite 1200
Washington, DC 20530

Dear Ms. Hesse,

As the President and CEO of Edge, Inc., the Chairman of the Board of Unum Telecommunications, the Vice President of Sales for Armstrong Moving and Storage Company and a member of the National Board of the Paget Foundation, I have more than a little experience in the realm of business and industry, particularly in the area of sales and marketing. Each of the enterprises I work to build would be nothing if not for the positive public perception built by sales and marketing.

Which brings me to my main point: lawsuits are bad for sales and marketing. Lawsuits make investors skittish, customers wary and employees uncertain. No matter how a company tries to present positive image, a perception will exist that a company has behaved improperly and is under intense scrutiny. No one wants to be scrutinized: not investors, not customers and certainly not employees.

Microsoft has developed many of the products that make business efficient. Their success has encouraged investment not only in Microsoft, but throughout the entire tech sector. Customers have included virtually all segments of the American populace, from Wall Street to Main Street, from CEOs to homemakers. Microsoft employees have developed these revolutionary products that previous generations could not have imagined in their wildest dreams.

All of these components of Microsoft's success have been put at risk by the antitrust suit against Microsoft. Because the economy is in bad shape, we must put this matter behind us. Microsoft and the federal government have reached a settlement agreement. Let's end this saga and allow Microsoft to go on leading American entrepreneurs in the twenty-first century.

I hope that Judge Kollar Kotelly approves this settlement.

Regards,

Edward Grieve
Edward Grieve